

# **EXHIBIT 10**

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**From:** Terrence.Barr@Sun.COM <terrence.barr@sun.com>  
**Sent:** Wed Nov 14 2007 11:59:00 PST  
**To:** Nicolas Williams <nicolas.williams@sun.com>  
**CC:** Richard Elling <richard.elling@sun.com>; Richard Berlin <richard.berlin@sun.com>; Kevin Chu <kevin.chu@sun.com>; bloggers-extra@Sun.COM <bloggers-extra@sun.com>  
**Subject:** Re: Dalvik: How Google routed around Sun's IP-based licensing restrictions on Java ME  
**Attachments:** terrence.barr.vcf

**Importance:** Normal  
**Priority:** Normal  
**Sensitivity:** None

I am keeping my fingers crossed that Android hits the 'powers that be' at Sun as a wake-up call that our mobile Java strategy is failing. First indications are that, indeed, the Google announcement is forcing some serious questions and reconsideration of decisions. And as far as I am concerned that is goodness, if long overdue.

-- Terrence

Nicolas Williams wrote:

> On Wed, Nov 14, 2007 at 11:43:40AM -0800, Richard Elling wrote:  
 >> Nicolas Williams wrote:  
 >>> The balance of power changed when Apple "intruded" on the scene. It's  
 >>> still not a foregone conclusion that Google will succeed here, but with  
 >>> every Apple success Google's leverage will only increase, and once there  
 >>> are Android phones on the market things may change. Google is playing a  
 >>> difficult game, as you described. Google needs to get manufacturers on  
 >>> board who are used to closed platforms, but Google also needs the  
 >>> resulting system to be more open than the iPhone (else what's the  
 >>> point?).  
 >>>  
 >> Warning: Apple sells services, not products. If you try to compete  
 >> with them by bringing a product to market, you will lose. qv Dell  
 >> Ditty, Zune, etc.  
 >  
 > Google gives services away and sells advertising. If you try to compete  
 > with them by...  
 >  
 > Closed mobile platforms are probably seen by Google as a threat, or at  
 > least as imposing a limit on Google's growth in the mobile world. The  
 > mobile phone industry is nothing but a bunch of closed platforms; Apple  
 > does not change this, but it does upset the apple cart (er, pun sortof  
 > unintended :).  
 >  
 > Nico

